

## SMALL CREAMERIES OPPOSE HIGH PRICES

Fear Enlarged Use of Oleomargarine Will Seriously Affect Dairy Industry.

STATE SHOULD EDUCATE  
FARMER IN MANUFACTURE

Methods of Production Can Be  
Cheapened and Profits Thus  
Greatly Increased.

That the smaller creameries in the rural districts of Utah are taking a deep interest in the butter situation in Salt Lake is manifested by a letter received Tuesday by Willard Hansen, state food and dairy commissioner, from C. M. Hansen, proprietor of the Salina Creamery company. Mr. Hansen takes a decided stand against the high price of butter, maintaining that if the butter trust keeps up its policy of extortionate prices the people will get the habit of eating oleomargarine, as suggested in a contribution to The Tribune Friday morning over the signature of "J. B." and that the habit, once gained, would result disastrously for the butter makers.

Mr. Hansen suggests that the thing that ought, by all means, to be done is to educate the farmers in the dairy business. Commissioner Hansen agrees with his message, but points out that the office has so few deputies that this would be out of the question. He is thoroughly convinced, however, that untold benefits would accrue to the dairy industry in Utah. He calls attention to the success of this custom of instruction followed in Wisconsin, as an argument in its favor.

**Creamery Man's View.**

The pertinent paragraphs of Mr. Hansen's letter to the commissioner follow:

"I note in the papers that the good ladies in your city are making war upon the butter trust. I admit the price of butter is too high for a poor man to eat the product. Some may form the opinion that that which promotes the dairy industry in our country but I differ. In the first place, it will create a demand for cheaper substitutes and give the oleomargarine a chance to sell their grease, and thus we find a dull sale for pure butter, the result will be a stagnation in the dairy industry. It is true we must encourage the dairymen all we can, in order to obtain their produce. The writer in-

**You Have No Pain**  
or bad effects if you use  
**Graefenberg Vegetable Pills**  
for your poor digestion.  
They give prompt relief, but in the  
only right and natural way  
Ask your Druggist for a box

slate upon even-handed justice to all, and not seeking special privileges.  
"A better way, I think, would be to go out among the farmers and teach them to produce a cheaper pound of butter, with even greater profit than that they are now receiving. This can be done, and it is absolutely necessary that it be done.  
"I congratulate you in your good work, and wish you a happy and prosperous new year."

### To His Patrons.

Mr. Hansen of Salina incloses a copy of a circular which he has sent to all of his patrons. The circular contains an extract from the report of the chief of the bureau of animal industry, and was sent to Mr. Hansen in reply to a request by B. D. White, in charge of the dairy manufacturing investigation in Washington. Portions of the circular are as follows: "A special investigation has been made of economic conditions in the creamery business and information has been secured showing that there is practically a monopoly of this industry in some sections, while in others the business is largely conducted on a co-operative basis or there is fair competition, the result being that under the latter conditions the farmers are receiving from 10 to 15 cents a pound for their butter fat than in territory controlled by the monopoly. This difference is due partly to the methods of the co-operative creameries, and partly to the inferior quality of the butter produced by those concerns, because the cream is collected over a wide territory and much of it is received in a stale condition."

### "Co-op" Yields Returns.

"The investigation shows that the co-operative creamery yields the largest returns to the farmer. Reports for July, 1907, show that in Kansas and Nebraska, where the monopoly appears to be complete, the farmers receive only 17 to 18 cents a pound for their butter fat, while in northern Iowa, Minnesota, Wisconsin and Illinois, where co-operative creameries have the field, the prices were from 22 to 25 cents."

"The methods of the centralizers are sometimes very reprehensible. Where these concerns have come into competition with small creameries they have raised their prices to a point that made it impossible for the small creameries to continue, and have thus forced the latter out of business. Competition having been destroyed and a monopoly secured, the

prices paid to the farmers are lowered. The large concerns operating over a great territory, with here and there a competitor, are able to put out of business small concerns in one locality raise the price paid above that possible to pay with profit anywhere else. The result is that the prices so little as not to be apparent and more than offset the loss. The ability to destroy competition without inflicting self-injury has been used effectively in many localities."

### Killing Small Creameries.

"Perhaps the most potent factor, however, in restricting the business of the small creamery has been the special low rates reported to be granted by the railroads to the big creameries. These rates were understood to be much lower than for any similar commodity, being only about one-third of the rate on butter. In Nebraska, in the best territory, the gross earnings for hauling cream were but 13 cents per car mile, while the settling basis between railroads for hauling empty cars double the rate. Taking Kansas as an illustration, it is found that the number of creameries declined from 133 in 1900 to 100 in 1905, while the total capacity of the creameries increased from 1,300,000 to 1,800,000 pounds. The decrease in the number of creameries was due to the fact that the small creameries, being only about one-third of the rate on butter, the poor quality of butter, the killing of the small creameries, and the loss of all immediate contact between the farmer and the owner of the business. The increase in Minnesota can be accounted for by just the reverse set of conditions."

### High Grade Butter.

"Investigation has shown that the highest grade of butter is made only from whole milk delivered to the creamery fresh every day. This is possible only where there are local creameries at convenient distances. The longer time between milking and churning the poorer the quality of butter. Shipping cream by railroad except for very short distances is detrimental to the quality of the butter. The centralizers, on account of receiving cream from long distances, are unable to turn out as high-grade product as the local concerns that use fresher cream, but they are usually managed so as to avoid every possible cent of loss from their material. They use the most approved methods of manufacture, get a maximum over-run, and prevent loss in every possible way. The small creameries, on the other hand, are often lax in these matters, but by reason of the superior quality of their product and their practice of giving full returns to the farmers they are still able to pay 6 or 7 cents a pound more for butter fat. By no means do all of the small creameries make fancy butter, however. Some make the best of the grade, and are largely because of losses which might have been prevented by better methods."

### Publicity a Remedy.

"Publicity as to the prices received by farmers in various sections for their butter fat would be a powerful agency in enabling the farmers to obtain better returns from the 'centralizers.' The department should gather this information and disseminate it. New York, Chicago and Elgin quotations on butter are not printed in the papers published in the

**BELMONT**  
**AN ARROW COLLAR**  
with the Ara-Notch in place of the bothersome buttonhole 15c. each—2 for 25c.  
Cleet, Peabody & Co., Makers  
ARROW CUFFS, 25c. a Pair

territory most affected by the centralizers. Only local quotations are published, and these are several cents below the actual market prices. The laborer who territory have no way of finding out what the farmers of other sections are getting."

## AMUSEMENTS

### IN SALT LAKE THEATERS.

**Musical Comedy.**  
**COLONIAL THEATRE**—"The Girl at the Helm." Matinee 2:15, evening, 8:15.

**Drama.**  
**BUNGALOW THEATRE**—"Polly Primrose." With Willard Mack, Maud Leone and company. Matinee, 2:15; evening, 8:15.

**Melodrama.**  
**GRAND THEATRE**—"Tempest and the Sea." Matinee, 2:30; evening, 8:15.

**Vaudeville.**  
**ORPHEUM THEATRE**—Advanced vaudeville. "An Evening with Dickens" featured. Matinee, 2:15; evening, 8:15.  
**MISSION THEATRE**—Imperial vaudeville. "Cupid's Voyage" featured. Matinee, 2:30; evening, 7:30 and 9:30.

Harry Lauder, the eminent Scotch comedian, who was scheduled to appear at the Orpheum theatre (Wednesday) evening, will not appear, owing to a repudiation of the contract by the president of the Orpheum theatre, who had planned to entertain Mr. Lauder in an elaborate manner. The only persons to blame for his non-appearance are the president of the Orpheum theatre, who after signing a contract with representatives of Mr. Lauder, repudiated the instrument they had signed and refused him the use of the tabernacle. This, therefore, is the only reason why Mr. Lauder will not give his entertainment this (Wednesday) evening as has been advertised.

The portrayal of the role of Cardinal Wolsey in "Henry the Eighth" by Mr. Louis James has created a furore in the theatrical world, and has elicited a favorable comment that has fallen to the lot of any actor in a decade. Mr. James, long a welcome visitor to Salt Lake, Chicago and other cities, is a thoroughly competent actor, will present the famous play with a new interpretation, which in elaboration and splendor are said to outshine all his previous work. The sale of reserved seats for this event indicates that the Salt Lake theatre thrives, and that the distinguished actor.

For the first time since its opening a month ago the Mission theatre will be dark this Wednesday evening, the storm having delayed the arrival of the new play for a day. At first it was thought the present bill might be held over a day, but this plan was found to interfere with the performance last evening. The new bill on the other hand is still on the way from Los Angeles, and owing to the washout has been obliged to make the long trip around by San Francisco. The company will surely be here by Thursday evening, and the new bill will go on that evening instead of tonight. The bill will be headed by Ernest Panzer and company, sensational comedians. "The Pantomime" is said to be a very clever bit of acting.

Edwin Stevens' characters from Dickens, being given this week at the Orpheum, strange to say, are interesting to students of Dickens, as they are old-fashioned but they are human and humanly honest. Stevens' characters are old-fashioned but they are human and humanly honest. Stevens' characters are old-fashioned but they are human and humanly honest.

The stock company which has been playing at the Orpheum since last evening, Alfred Swenson, heading the organization, had prepared for a magnificent production of "When Knighthood Was in Flower" a series of week and new members had been engaged. He will take the company on the road, and the new bill will be returned to Salt Lake in a few weeks, when he will give the play.

Billy Clifford, the clever comedian, who has been a headliner among his vaudeville bills for a number of years, headed the company at the Orpheum, his week playing "A Girl at the Helm." Mr. Clifford has many old friends through the west and has lost none of his popularity since last appearing here. There will be a matinee this afternoon.

One of the characters in "The Virginian," the depiction of which is done in Owen Wister's cleverest vein, is a human being, but is as interesting as any man or woman in the book. It is a hen—not a common hen, but one that is so firmly imbued with the importance of her mission on this earth that she spends her time in perpetually settling on any article which can by the wildest stretch of fancy be thought to resemble an egg. "Emily" (for that is her name) is to figure prominently in the dramatization of "The Virginian," which the Kirk La Shelle company is to offer at the Colonial all next week.

Another big audience witnessed the presentation of "Polly Primrose" by Willard Mack, Maud Leone and company at the Bungalow theatre on Tuesday evening. The play will run the week. There will be a matinee today.

Miss Helen Barham, new leading woman at the Grand, arrived from Boston and Charles A. Taylor, actor and playwright, has arrived from New York. His plays will be produced at the Grand under his personal direction.

Len B. Parker, who dramatized the popular novel "The Sign of the Cross" and written by Mary J. Holmes, has succeeded in constructing a strong play which is offered at popular prices, and that is proving doubly fascinating to the public. "Tempest and the Sea" is being presented by one of W. F. Mann's companies at the Grand this week and it is up to the standard. There will be a matinee this afternoon at 2:30.

**Pneumonia Follows a Cold.**  
but never follows the use of Foley's Honey and Tar, which stops the cough, heats the lungs, and expels the cold from your system. Schramm-Johnson Co.

Conn's The Red Signs With the Black Hands Cohn's

Busy Crowds Eagerly Snapping Up Seasonable Goods  
Sacrificed at and Below Cost a Feature of the

# MARK-DOWN SALE

The First Sale of 1910 Starts Off Well. Receipts Showed We Broke All Previous Sales Records

But it's just as we expected. Our goods are the right sort of merchandise—seasonable and new. All season we sold these goods at a profit. Now when we sacrifice them at cost and below cost, wise buyers are bound to hurry here.

Are you getting your share of the bargains?

Why We Sell  
**COMFORTERS, BLANKETS, ETC.**  
Less Than Wholesale Cost

When we bought our blankets and winter bedding for 1909 we had the cold, snappy fall of 1908 in mind.

Market conditions favored us and we plunged to the limit. But fall and early winter of 1909, you remember, were the warmest in years. Sale of blankets was very backward; hence the stocks now are the heaviest in years.

In the meantime mill prices on blankets, etc., have climbed sky high.

All this preamble to make this one fact stick in and out:

Our Mark-Down Sale prices on blankets, etc., are actually much lower than present wholesale quotations at the mill.

**500 Pair Blankets Close to Half Price**

500 "A" blankets similar to army styles, cheaper than contractors can buy them for at the mill. Full size; every thread all wool. Colors tan and brown. See them in the window; \$6.00 blankets, \$3.95; \$10.00 blankets, \$5.95.

All other blankets and comforters at same reductions. Look here:

\$ 4.00 blankets, 72x84. \$ 2.10	\$13.50 wool blankets. \$ 7.95
4.50 blankets, 72x84. \$ 2.40	15.00 wool blankets. \$10.45
4.75 plaid blankets. \$ 2.85	25.00 wool blankets. \$14.90
5.00 plaid blankets. \$ 2.95	Comforters.
5.50 plaid blankets. \$ 3.45	5.50 comfort, 72x84. \$ 3.65
6.25 plaid blankets. \$ 4.45	French sateen covered on both sides.
7.50 plaid blankets. \$ 4.90	10.00 silk-covered comforts
10.00 plaid blankets. \$ 5.95	12.50 wool blankets. \$ 6.60
12.50 wool blankets. \$ 6.60	

Those new suits shown for the first time Monday have created a furore. But the price justifies the excitement. Think of buying new suits in New York's latest winter models in wanted materials and colors at these prices

New Suits worth \$25. **\$8.25** New Suits worth \$30. **\$10**  
Take your choice at **\$8.25** Take your choice at **\$10**

Choose any other suit, coat or fur in the house at exactly half the regular marked price.

Look for the Red Signs with the Black Hands  
**Cohn's**  
DRY GOODS STORE  
122-224 MAIN ST

Kook for the Red Signs with the Black Hands

## No Preservatives Used In Canned Fruits and Vegetables

We want you to know, Mrs. Housewife, that the talk about preservatives doesn't refer to canned fruits and vegetables.

Corn, peas, tomatoes, peaches and all vegetables and fruits are preserved by sterilization alone. That means by heat.

This is true of any brand, put up by any canner. For preservatives are unnecessary. To use them would be useless expense.

Vegetables and fruits for canning are taken fresh from the gardens and orchards. They are usually canned the very day they are picked.

They are cooked in the cleanest of kitchens—cooked just as you cook them yourself. And nothing whatever is added, save sometimes a savor of salt for vegetables or sugar for fruits.

They are sterilized by heat, after the cans are sealed. When you open a product—perhaps months after the canning—it is as fresh as the day it was picked.

Modern canning began with the invention of sterilization.

In the old days most of us for most of the year had to go without fresh vegetables and fruits. Now we have them all the time.

Hundreds of millions of cans are put up in the season of plenty for the seasons of dearth.

This has had immense effect on good health, for fresh vegetables form an essential part of our diet.

Don't let mistaken prejudice rob you of all this good. Canned vegetables and fruits have the same freshness and flavor—as just as free from preservatives—as those you cook yourself. This is always true. Fruits and vegetables naturally vary. One crop may excel another. One section may grow finer grades than another. But all are clean, all pure, all free from preservatives.

**Del Monte**

Canned Fruits and Vegetables  
Packed Where They Ripen  
The Day They're Picked

have the same freshness and flavor—as just as free from preservatives—as those you cook yourself. This is always true. Fruits and vegetables naturally vary. One crop may excel another. One section may grow finer grades than another. But all are clean, all pure, all free from preservatives.

**Del Monte—Best Value of Our 400 Brands of Tomatoes**

Selected tomatoes—large, vine-ripened and firm—are the Del Monte brand.

We put up 400 varying grades of tomatoes under 400 different labels; many for dealers who own their own brands. This year we put up over a million bushels of tomatoes. The cream of that crop can be placed on your table this winter by simply asking your grocer for Del Monte tomatoes.

A can of Del Monte tomatoes is principally solid

tomato meat. We drain off all extra water. That is why you will find a can of Del Monte contains two or three times as much actual tomato meat as other brands. The price everywhere is 12¢ a can.

You will always be sure of the best value in tomatoes by insisting on Del Monte, for it carries our name and guarantee.

The same is true of all Del Monte fruits and vegetables. All grocers can supply you.

**CALIFORNIA FRUIT CANNERS ASSOCIATION**  
SAN FRANCISCO, CAL.

The Largest Canners of Fruits and Vegetables in the World

## Housewives Demand It

**"TABLE QUEEN" BREAD** BECAUSE

Baked in "The Mueller" Patent Bread Pan



NOTICE THE LABEL  
It's Wholesome  
It's Pure  
It's Fresh  
It's Generous  
It's Only 5c

Shipped Everywhere in These Mountain States

NOTICE THE GROOVE  
You cannot buy a stale loaf of "Table Queen" Bread at any grocer's

### NOTICE OF SPECIAL TAX.

Notice is hereby given that a special tax for the purpose of extending the term of the city council, approved December 17, 1909, and January 4, 1910, respectively.

Said special tax is levied upon the following described real property in Salt Lake City, to wit: In lots 2 and 3, block 43, plat B, Salt Lake City survey, abutting on both sides of Iowa avenue between Second South and Third South streets, in the city of Salt Lake City, and is due and payable in five equal annual installments beginning January 1, 1910, interest at the rate of 6 per cent per annum on the whole amount of said tax shall be computed from the date of the approval of the ordinance confirming the levy of said tax to wit: January 4, 1910, and interest at said rate on the whole amount of said tax unpaid shall be due and payable with each installment. If any installment of said tax is not paid on the date when same becomes due, then the whole amount of the tax unpaid at said date shall be due and payable in full on the date of delinquency, and will draw interest at the rate of 8 per cent per annum until sale of the property assessed. One or more of said installments in the order in which they are payable aforesaid, or the whole tax, may be paid without interest at any time within thirty days after the approval of the ordinance confirming the levy of the tax, and one or more of said installments in the order in which they are payable, or the whole tax unpaid, may be paid without interest at my office, room 102, city and county building, Salt Lake City.

Day of Salt Lake City, Utah, this 4th day of January, 1910.

GIDEON SNYDER,  
City Treasurer and Collector of Special Taxes.

Sewer extension No. 236.  
Fires and final estimate. 4508

### NOTICE OF SPECIAL TAX.

Notice is hereby given that a special tax for the purpose of extending the paving has been levied and confirmed by ordinances of the city council, approved December 17, 1909, and January 4, 1910, respectively.

Said special tax is levied upon the following described real property in Salt Lake City, to wit: In lots 5, 6, 7 and 8, block 32; 2, 3, 4, 5 and 6, block 33; 1, 2, 3 and 4, block 40, all in plat A, Salt Lake City survey, abutting on the south side of Fifth South street between Main and First West streets, on the north side of Fifth South street between Main and West streets, and on the east side of West Temple street between Fifth South and Sixth South streets. In paying district No. 23 of Salt Lake City, and is due and payable in ten equal annual installments, beginning January 4, 1911, interest at the rate of six (6) per cent per annum from the date of the approval of the ordinance confirming the levy of said tax, to wit, the 4th day of January, 1910, until the date of delinquency, and eight (8) per cent per annum from date of delinquency until paid. Provided that one or more of said installments, or the whole of said tax, may be paid on the day any installment becomes due, by paying the amount thereof and the interest to date of payment.

All special taxes are payable at my office, room 102, city and county building, Salt Lake City.

Day of Salt Lake City, Utah, this 4th day of January, 1910.

GIDEON SNYDER,  
City Treasurer and Collector of Special Taxes.

Paving extension No. 54.  
Second partial estimate. 4507

### SPECIAL STOCKHOLDERS' MEETING.

Keith O'Brien Company.

NOTICE IS HEREBY GIVEN that a special meeting of the stockholders of the Keith O'Brien Company, a corporation, duly had and at the office of said company, in the David Keith building, Salt Lake City, Utah, on the 23rd day of January, at the hour of 2 o'clock p. m. of the said day.

Said meeting will be had and for the purpose of considering, acting on and determining the advisability of amending the articles of incorporation said corporation by increasing the amount of the capital stock from \$250,000, divided into 250,000 shares of the par value of \$100 each, to \$500,000, divided into 500,000 shares of the par value of \$100 each, of which said 500,000 shares thereof shall be known as common stock, to pass upon and determine the terms and conditions and with what rights and privileges the said preferred stock be authorized to be issued.

And in case said articles of incorporation shall be amended in the foregoing manner, the stockholders at such meeting authorize and direct the board of directors to dispose of such increase of the shares of the capital stock of the corporation, upon the terms, conditions and in the manner as may be decided by the stockholders at such meeting.

This meeting is called pursuant to resolution of the board of directors said corporation.

W. V. RICE, President  
J. MORGAN, Secretary.

### NOTICE OF ASSESSMENT.

Little Chief Mining and Milling Company, Principal place of business, Salt Lake City, Utah. Location of Bureau, Utah county, Utah.

Notice is hereby given that at a meeting of the board of directors of the Little Chief Mining and Milling Company, on the 8th day of December, 1909, a resolution was passed that a special assessment be levied on the capital stock of the corporation, issued and outstanding, for the purpose of extending the term of the board of directors, to the 31st day of January, 1910, and that the same be paid on or before the 31st day of January, 1910, at 12 o'clock noon of said day, to pay the delinquent assessment thereon, together with the advertising and expense of sale.

JAMES P. DUNN,  
Secretary.

Room 322, Newhouse building, Salt Lake City, Utah.

DELINQUENT NOTICE.

The Biscuit Mining company, location principal place of business, Salt Lake City, Utah.

Notice—There are delinquent upon the following described stock on account of assessment No. 1, levied on the 12th day of November, 1909, the several amounts set opposite the names of the respective shareholders as follows: